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SUBJECT: COMMERCIAL ADVOCACY: RAYTHEON VIES FOR AIR TRAFFIC
MANAGEMENT CONTRACT IN OMAN

¶1. (SBU) On October 18 the Ambassador and EconOff met with the Undersecretary for Transport and Communications Nu'aimi, the Director General of Metrology and Air Navigation (DGMAN), and representatives from the consulting firms COWI - Larsen and Aeroports De Paris Ingenierie (ADPI). The meeting is part of the Embassy's advocacy efforts on behalf of Raytheon for the approximately \$100 million Air Traffic Management (ATM) System slated for Oman's airports.

¶2. (SBU) During the meeting, the Ambassador highlighted Raytheon's fifteen year presence in-country and the fact that the current ATM system is Raytheon's Autotrac II product. ADPI representative Brian Pratt said that ADPI and the DGMAN had recommended a bidder to the Tender Board, which is now in the process of technical negotiations. Mr. Pratt elaborated that ADPI and the DGMAN are still considering Raytheon for the tender. The DGMAN assured the Ambassador and EconOff that Oman has had, and hopes to continue to have, a good relationship with Raytheon.
Schmierer